

OUTLINE:

**8TH ANNUAL KENTUCKY COMMERCIAL REAL ESTATE CONFERENCE:
PANEL DISCUSSION ON HOT TOPICS IN COMMERCIAL LEASING**

Seelbach Hotel
Louisville, Kentucky

TUESDAY, OCTOBER 30, 2018

MODERATOR:

Anthony L. Schnell, Esq.
STOLL KEENON OGDEN PLLC
2000 PNC Plaza
Louisville, KY 40202
502-560-4219
Email: anthony.schnell@skofirm.com

PANELISTS:

Phil Charmoli, SIOR CCIM
Senior Director
Cushman & Wakefield Commercial Kentucky
Preston Pointe, 333 E Main St Ste 510
Louisville, KY 40202
502-589-5150; ext. 246
Email: pcharmoli@commercialkentucky.com

David L. Hardy, CCIM
Managing Director
CBRE
6060 Dutchmans Lane, Suite 100
Louisville, KY 40205
502-429-6700
Email: david.hardy@cbre.com

Tandy C. Patrick, Esq.
BINGHAM GREENEBAUM DOLL LLP
3500 PNC Tower
101 South Fifth Street
Louisville, KY 40202-3197
502-587-3512
E-mail: tpatrick@bgdlegal.com

1. Overview of current trends
 - Office: Hardy
 - Industrial: Charmoli
 - Retail: Patrick

2. INDUSTRIAL: Charmoli
 - Infrastructure needs
 - Impact of E-commerce
 - Investor interest
 - Growth in the industrial sector

3. CHANGES IN OFFICE LEASING: Hardy
 - Changing needs of office tenants
 - Impact of technology
 - Co-working space
 - Market Dynamics

4. UNIQUE ASPECTS OF RESTAURANT LEASING: Patrick
 - Due Diligence
 - Economic Terms
 - Use clauses; exclusivity; continuous operation
 - Franchisor riders

- Outdoor Patios
5. UNIQUE ASPECTS OF MEDICAL OFFICE LEASING: Hardy
- Unique needs of medical tenants
 - Tenant Improvement Issues with medical tenants
 - Regulatory Issues
6. EXAMPLES OF NONTRADITIONAL RETAIL USES AND RELATED ISSUES: Patrick
- Brew pubs/micro distilleries/food halls/entertainment districts
 - Auto dealerships
 - Non-profits (schools, churches, libraries)
 - Groceries as anchor tenants
 - Massage parlors
 - Smoke shops
 - Pop-Up stores
 - Gun shop/range
 - Interactive
 - Funeral parlors